

Message Text

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56

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 161118Z JUL 76
FM AMEMBASSY OSLO
TO SECSTATE WASHDC 2122
INFO USDOC WASHDC
/AMEMBASSY COPENHAGEN 3476
AMEMBASSY STOCKHOLM

UNCLAS OSLO 3478

E.O. 11652: N/A

TAGS: FY '76 COUNTRY COMMERCIAL PROGRAM: FOURTH QUARTER PROGRESS
REPORT

REF: OSLO 1822

ONLY SIGNIFICANT VARIATIONS TO ADD TO THIRD QUARTER REPORT
(REFTEL) ARE:

1. CAMPAIGN 1: ENERGY SYSTEMS: TWENTY TRADE OPPORTUNITIES
SUBMITTED TO DATE IS FIVE MORE THAN TARGETED FOR ENTIRE FISCAL
YEAR ENDING SEPT 30.
2. CAMPAIGN 2: POLLUTION CONTROL EQUIPMENT: FIFTEEN TRADE
OPPORTUNITIES SUBMITTED TO DATE VERSES TARGET OF TEN FOR ENTIRE
YEAR.
3. CAMPAIGN3: GRAPHIC ARTS EQUIPEMTN: SIX TRADE OPPOR-
TUNITIES SUBMITTED VERSES GOAL OF EIGHT. PROSPECT OF OVERCOMING
DEFICIENCY IN THIS QUARTER IS SLIM.
4. CAMPAIGN 4: CONSUMER GOODS: STEEN & STROM DEPART-
MENT STORE HAS DECIDED AGAINST IN-STORE PROMOTION,
CONTRARY TO REFTTEL. WE HAVE HOPES OF FINDING ANOTHER
CANDIDATE.

5. CAMPAIGN 5: FOOD PROCESSING EQUIPMENT: EMBASSY
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INVESTIGATING POSSIBILITY OF LEADING FOREIGN BUYER GROUP

TO FOOD AND DAIRY EXPO IN OCTOBER IN ATLANTIC CITY.
INITIAL APPROACH TO TRADE HAS STIMULATED CONSIDERABLE
INTEREST. WILL USE PLANT VISITS PROPOSED IN REFTEL TO
FOLLOW UP ON THIS APPROACH OR, DEPENDING ON EACH PLANT'S
INTEREST, TO PROMOTE AN FBG TO THE FOOD PROCESSING
EQUIPMENT EXHIBITION IN FEBRUARY IN NEW ORLEANS. (FEBRUARY
FBG ALREADY SCHEDULED IN FYY'77 CCP.)

6 OTHER ACTIVITIES: WTDR/FTI REPORTING: EMBASSY HAS
ALREADY SUBMITTED 144 WTDR VERSUS 150 WHICH CCP SHOWS FOR
FISCAL YEAR ENDING SEPTEMBER 30. TIME REQUIRED FOR EXTRA
WTDRS HAS REDUCED FOREIGN TRADER INDEX MASS UPDATE TO 200
VERSUS 280 -,58:80-53\$. WE ARE INVESTIGATING POSSIBILITY
OF CONTRACTING FOR WTDR SERVICES TO HANDLE THESE GROWING
WTDR REQUIREMENTS WITHOUT CURTAILING FTI UPDATING AND
OTHER IMPORTANT ACTIVITIES.

7. AGENT DISTRIBUTOR SERVICES: WE HAVE RECEIVED 50 ADS
REQUESTS TO DATE VERSUS 34 WHICH CCP ANTICIPATES FOR ALL
FIVE QUARTERS, BUT TIME ALLOTTED IN CCP IS ADEQUATE
DUE TO THE OVERESTIMATION OF TIME REQUIRED FOR EACH
ADS.
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